

FIG. 1

8)



Registered users only (Internet Explorer 4X)

Take our demo


Home

Browse inventory

Industry news

eSprocket tools

about eSprocket



**eSprocket**  
The Selling Machine

Buy used Sell used Negotiate. Close the deal

**Your used equipment resource**  
Over \$3 Billion in Inventory.


**Buy or Sell**  
Manage your listings 24 hours a day.

**Negotiate terms**  
Buyers win. Sellers win.

**Close the deal**  
Onsite financing, shipping services and more.

**Register here. It's FREE**

**Site assistant**

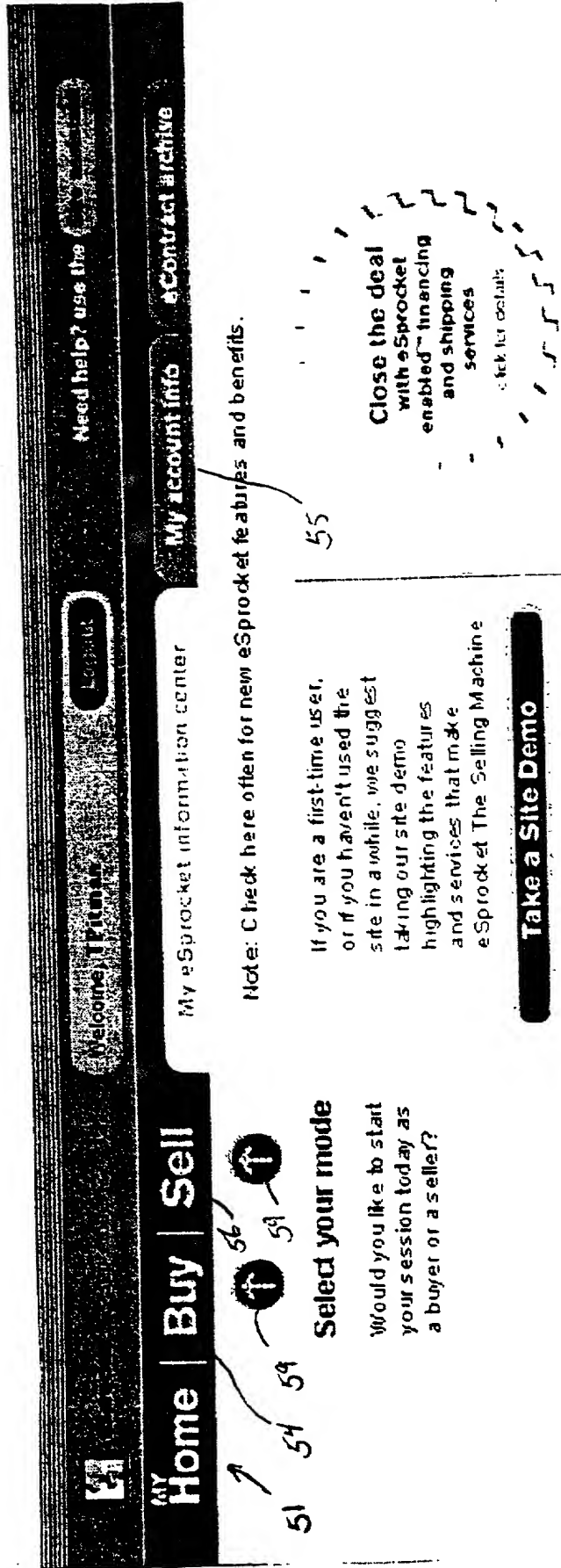


September 27, 2000

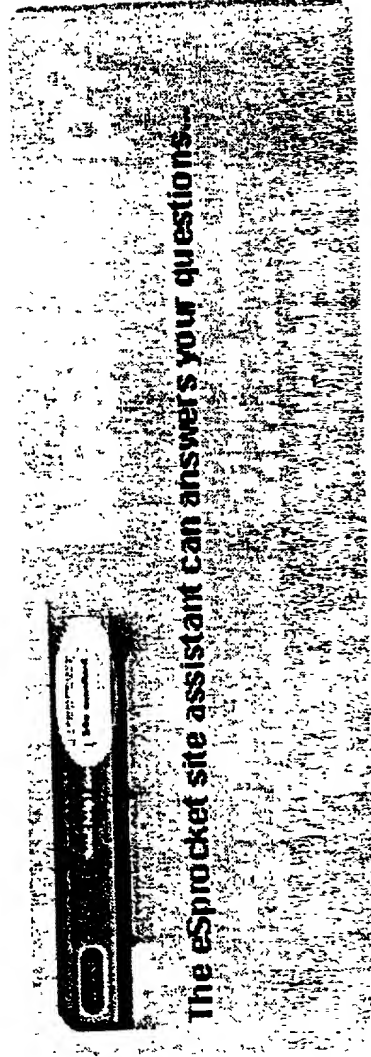
©2000 eSprocket.com, Inc. Privacy Statement

Questions? Call 1.800.XXX.XXXX (United States only)

FIG. 3



to your eSprocket home page



# Unregistered User Preview Mode

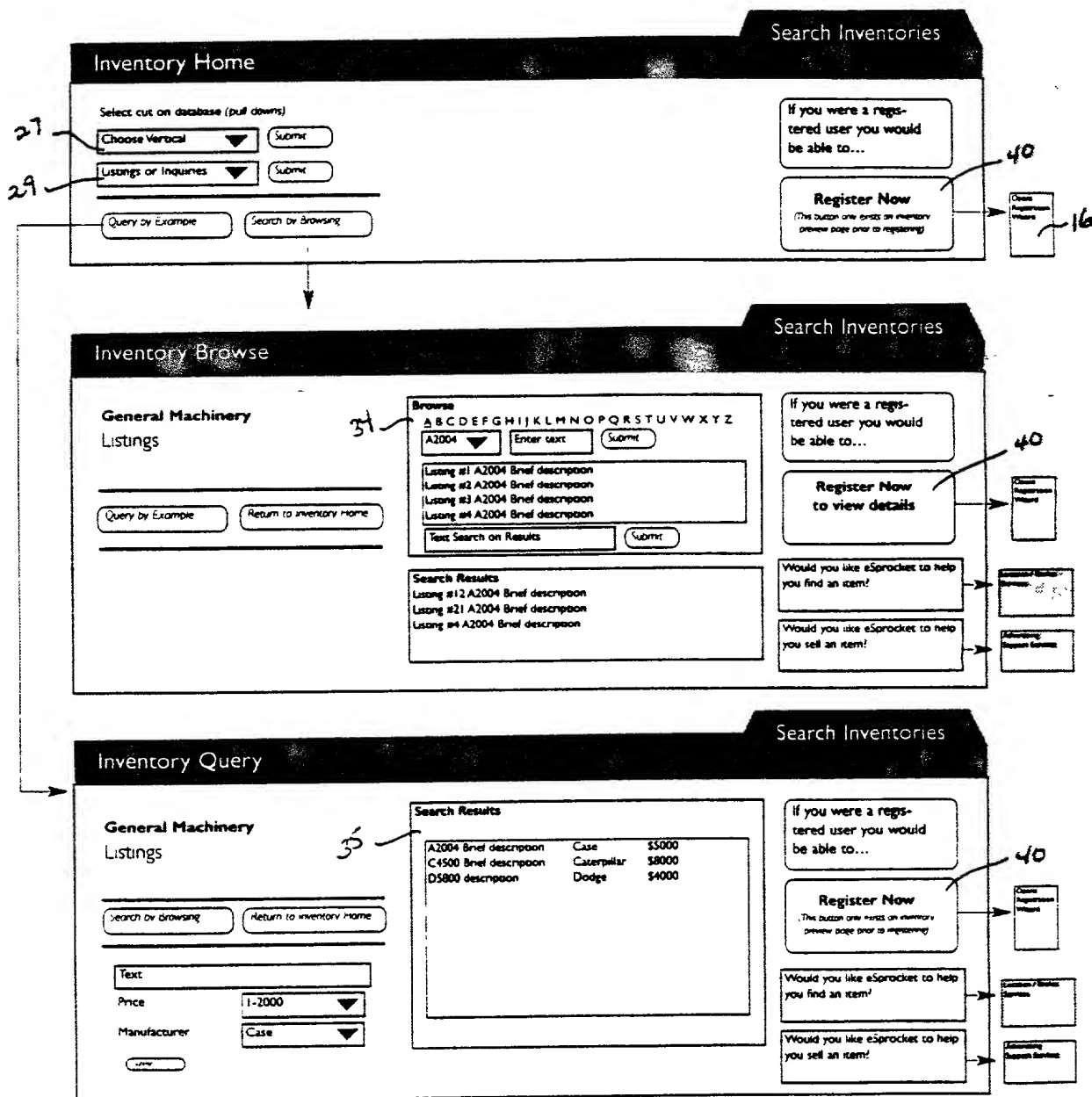


FIG 4

## Registered User Mode

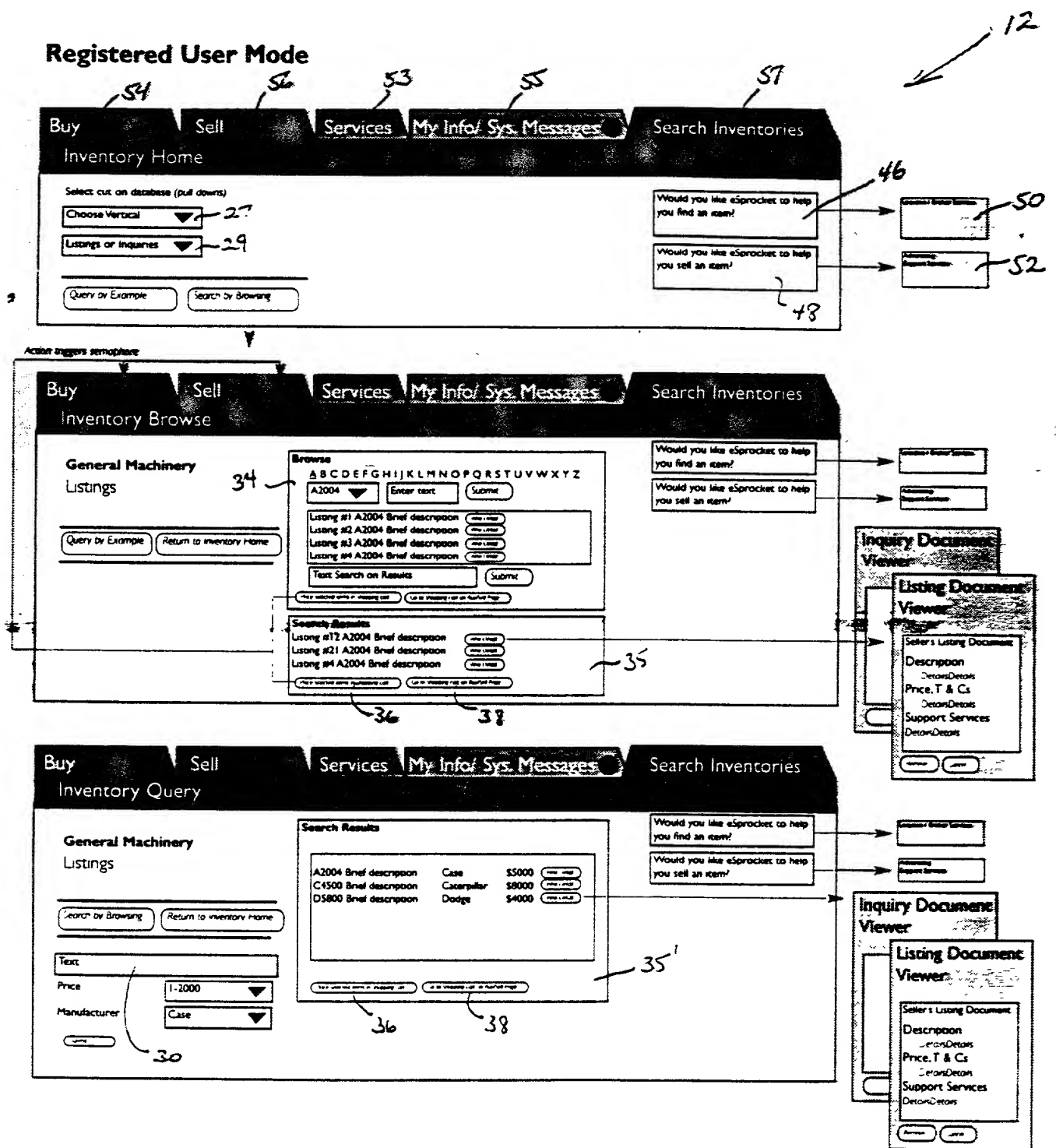


FIG 4A

FIG. 5

Welcome to eSprocket, the Buying Machine!  
Please take a moment to become a registered User.

**Security Statement**

1 Are you an authorized dealer?  
☐ Yes  
☐ No

2 Do you want to:  
☐ Buy  
☐ Sell  
☐ Both Buy and Sell

3 Which verticals would you like to register in?  
☐ General Machinery (Note: Dealers in this vertical are given special access. If you are a non-dealer here, you will have a delayed view of inventory.)  
☐ Construction

4 Please Give us your Contact Information:  
 Name:  
 Company:  
 Mailing Address:  
 Billing Address:  
 Shipping Address:  
 Phone Number:  
 FAX Number:  
 Email address:

5 Please tell us what associations you are affiliated with:  
☐ MIMA Certified  
☐ AED Certified  
☐ AAMP  
☐ Other

6 (Optional)  
 You may fill in your credit data now or later. You will be required to enter this data when you wish to begin transacting.  
 Dunn & Bradstreet Number:  
 Tax ID number:

7 Please Choose a User name and password:  
 User Name:  
 Password:  
 Reenter Password:

**Security Statement**  
 Explanation of privacy policy.  
 Explanation of cookie use.

**User's Homepage**  
 (You arrive here first, after you are a registered user.)  
  
  
  
 User Name: [REDACTED]  
 Password: [REDACTED]  
 Last login: [REDACTED]

8  
 Congratulations!  
 You are an eSprocket Trader.  
 Your Credit Limit is \$50,000.

Make sure  
required  
fields are  
properly  
filled out.

**eSprocket Back Office**  
 Verify Dealer Status.  
 Send authorization to User after  
 verification

**eSprocket Back Office**  
 Assess Credit limit  
 etc

Path for dealers

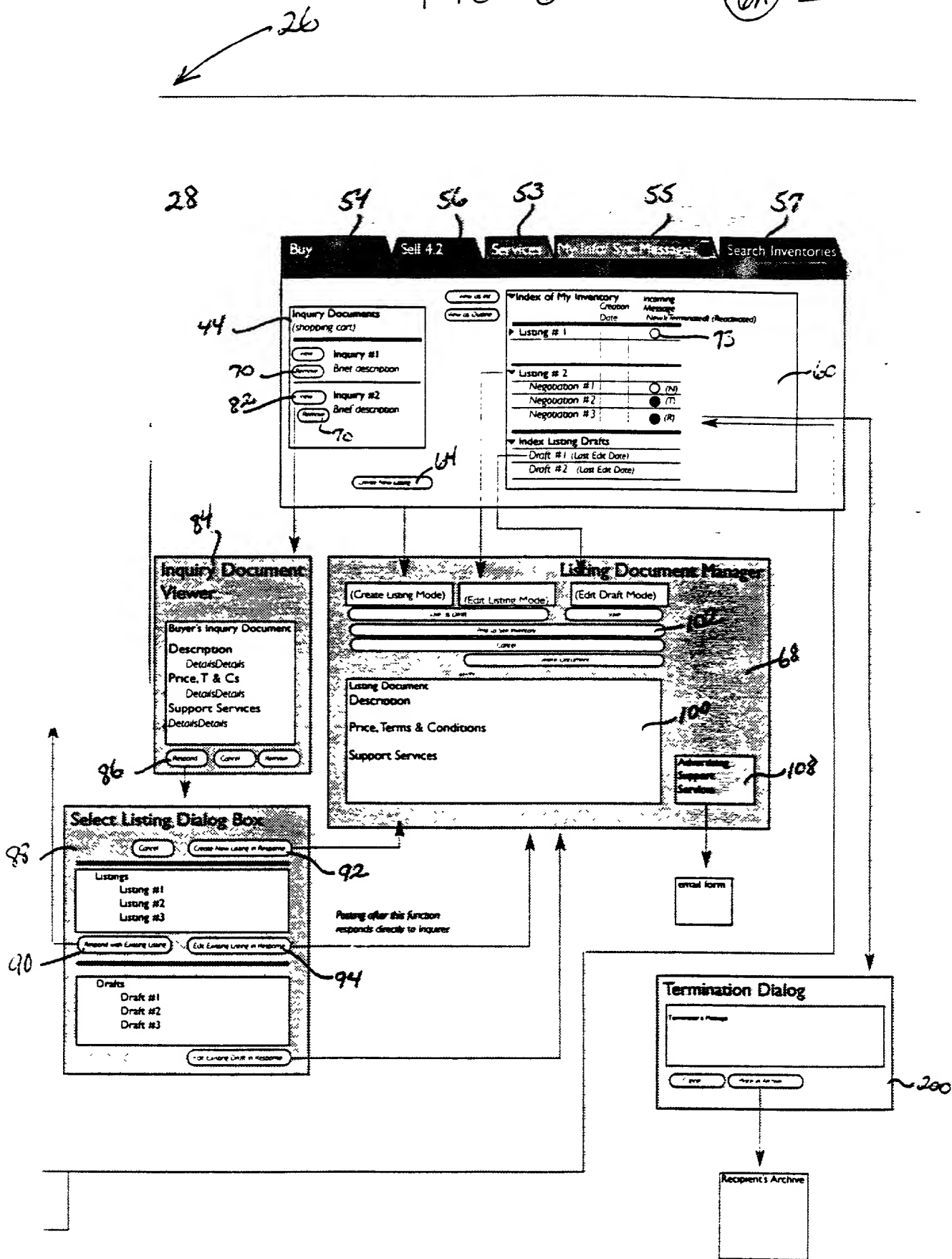
Path for non-dealers

15

10

FIG 6

(6h)





LB

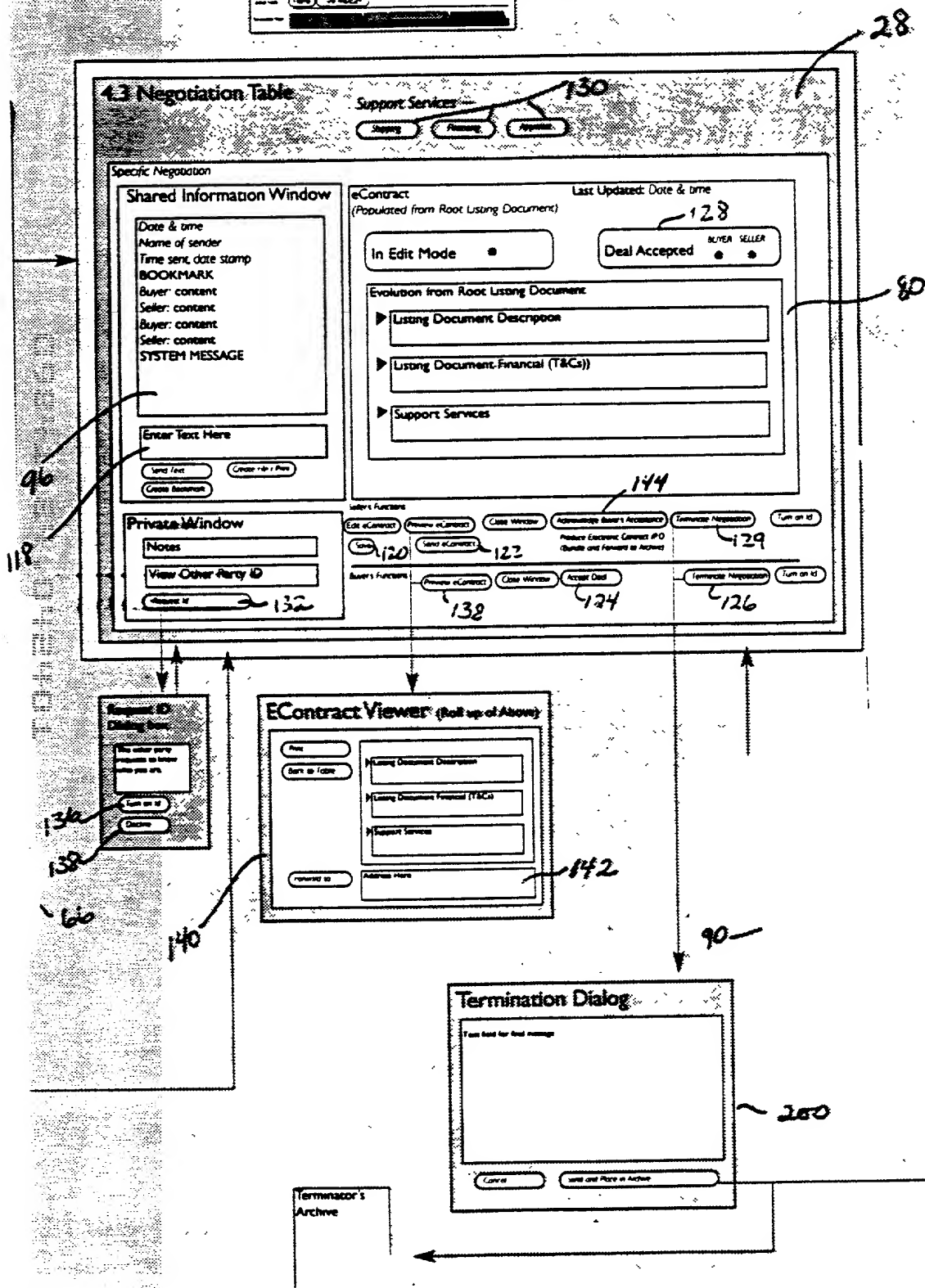
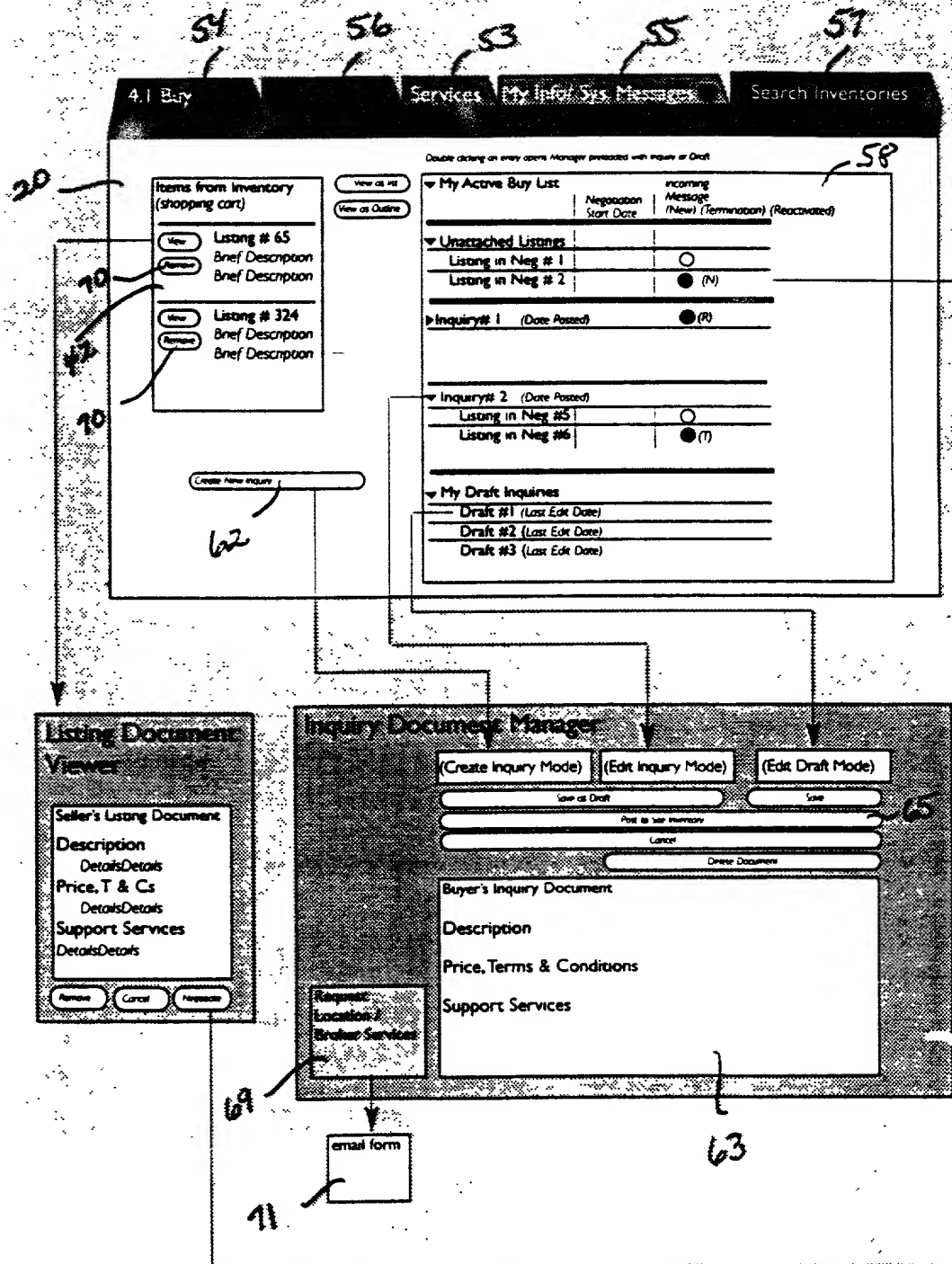
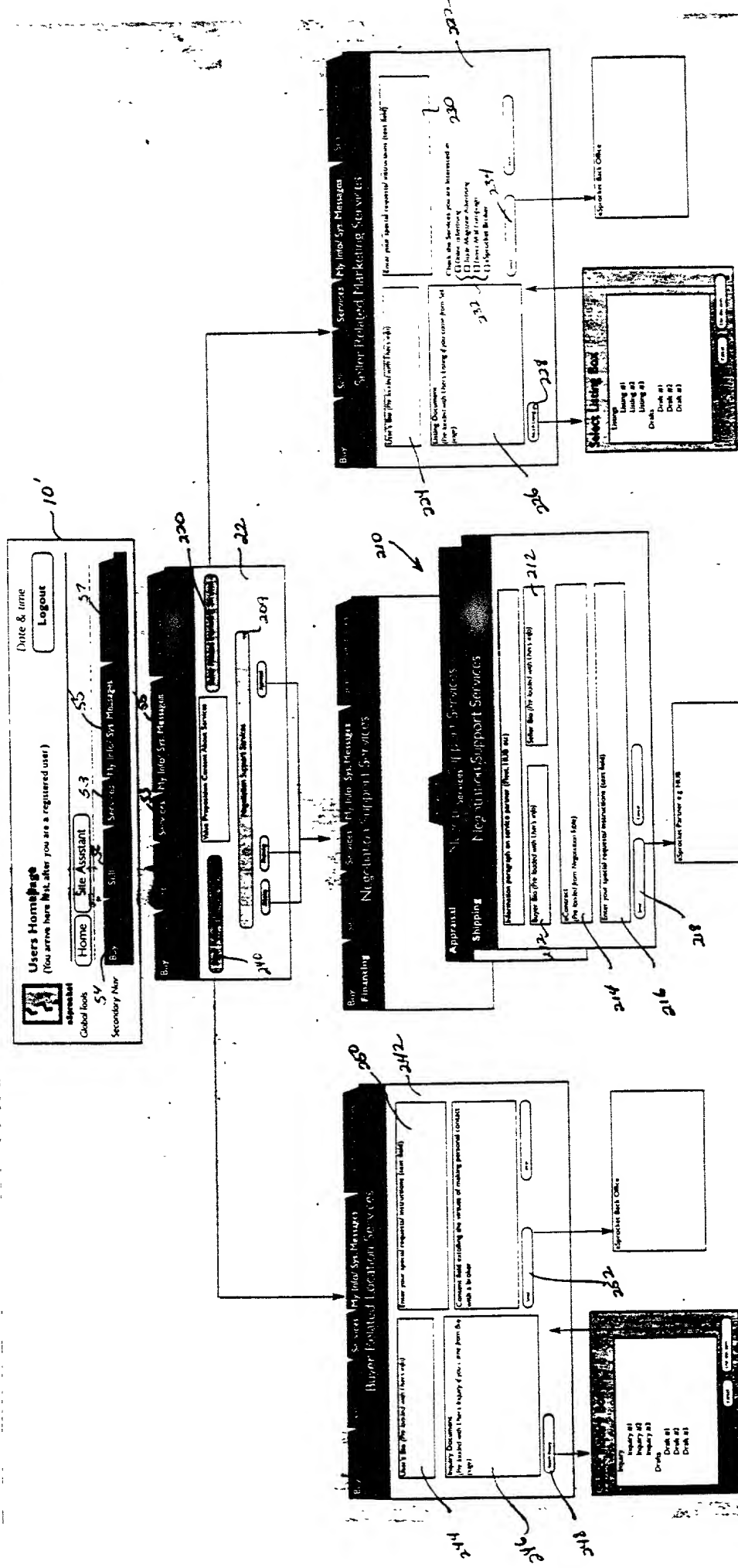


FIG 6B



[illegible]

FIG. 8



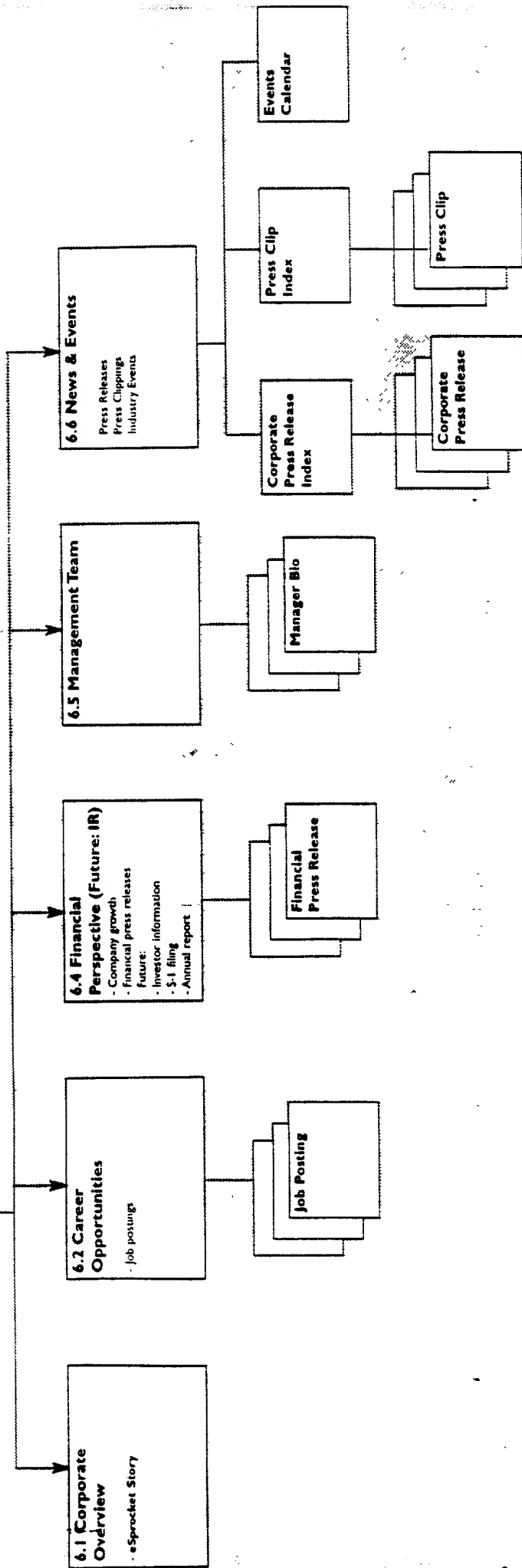
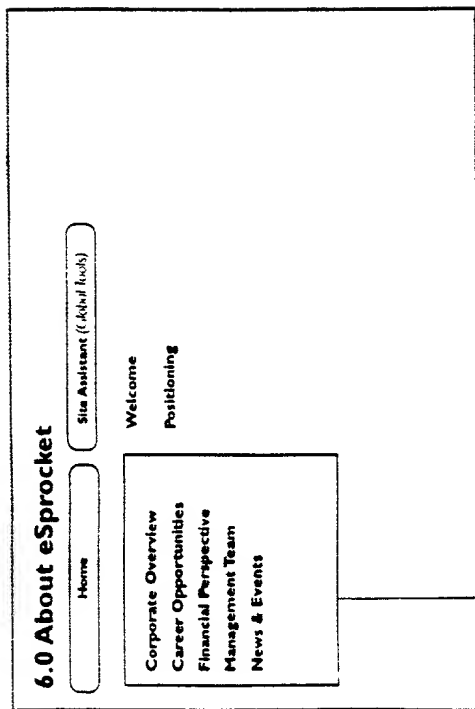
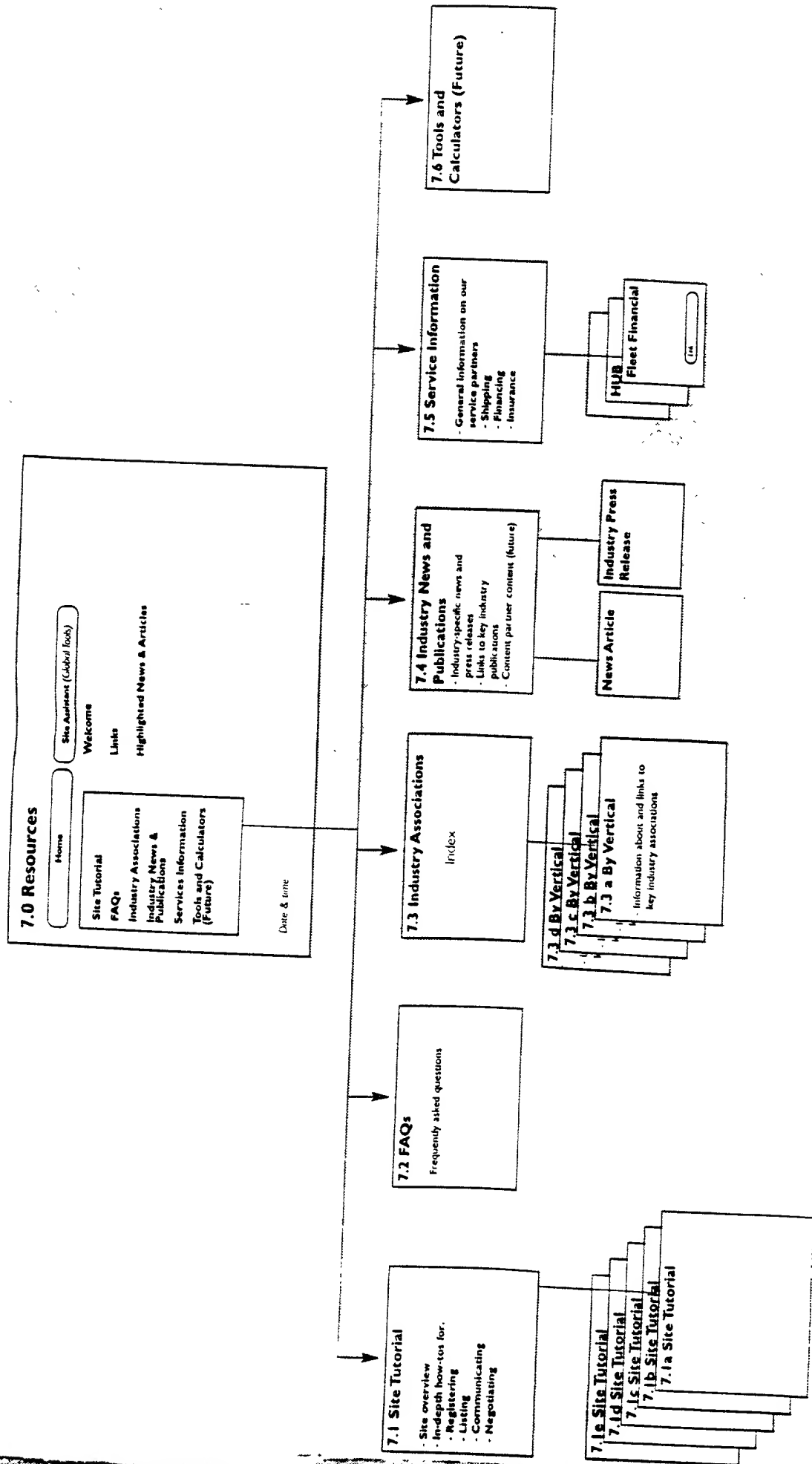


FIG. 9

FIG. 10



Home
 Buy
 Sell

Need help? Click the icon.

Note: When you "Click for Details," the listing moves to "My negotiations."

Inquiries I found by searching the eSprocket database

Total inquiries: 100

date found	description	listings	1-10	of 100	
12/13/99	<input type="radio"/> Bardons & Oliver #34, 4" diameter 20' Bar Lgth, Pwrd Feed Rollers & Positioning Arms, 20' Bar Lgth, Pwrd Feed Rollers, 20' Bar Lgth, Pwrd Feed				<input type="button" value="View"/> <input type="button" value="Delete"/>
12/13/99	<input type="radio"/> Bardons & Oliver, powered feed roller 20' Bar Lgth, Pwrd Feed Rollers & Positioning Arms				<input type="button" value="View"/> <input type="button" value="Delete"/>
12/13/99	<input type="radio"/> Bardons & Oliver, 4" x 12" 20' Bar Lgth, Pwrd Feed Rollers & Positioning Arms, 20' Bar Lgth, Pwrd Feed Rollers				<input type="button" value="View"/> <input type="button" value="Delete"/>
12/13/99	<input type="radio"/> Bardons & Oliver, 4" diameter roller				<input type="button" value="View"/> <input type="button" value="Delete"/>
12/13/99	<input type="radio"/> 4" roller, 21' length				<input type="button" value="View"/> <input type="button" value="Delete"/>
12/13/99	<input type="radio"/> Bardons & Oliver, 4" diameter roller				<input type="button" value="View"/> <input type="button" value="Delete"/>
12/13/99	<input type="radio"/> 4" roller, 21' length				<input type="button" value="View"/> <input type="button" value="Delete"/>
12/13/99	<input type="radio"/> Steamroller				<input type="button" value="View"/> <input type="button" value="Delete"/>
12/13/99	<input type="radio"/> Forklift				<input type="button" value="View"/> <input type="button" value="Delete"/>
12/13/99	<input type="radio"/> Backhoe				<input type="button" value="View"/> <input type="button" value="Delete"/>

listings

1-10

of 100

FIG. 11

Note: Arrows indicate message status: ▶ = New activity ○ = New message ▶ = inactive ✕ = Terminated negotiation

## ⊙ Negotiations I started from a listing

start date	description	Listings 1-10 of 100	Create new listing
12/13/00	<p>▶ Bardons &amp; Oliver #34, 4" diameter, powered feed roller</p> <p>○ Bardons &amp; Oliver #34, 4" diameter 20' Bar Lgth, Pwrd Feed Rollers &amp; Positioning Arms, 20' Bar Lgth, Pwrd Feed Rollers</p> <p>○ Bardons &amp; Oliver, powered feed roller 20' Bar Lgth, Pwrd Feed Rollers &amp; Positioning Arms</p> <p>○ Bardons &amp; Oliver, 4" x 12 20' Bar Lgth, Pwrd Feed Rollers &amp; Positioning Arms, 20' Bar Lgth, Pwrd Feed Rollers</p> <p>▶ Bardons &amp; Oliver, 4" diameter roller</p> <p>✕ 4" roller, 21 length</p>	<p><a href="#">Edit</a> Negotiations: ◀ 1-10 ▶ of 70</p> <p><a href="#">View</a> Negotiation # 123456-1234</p> <p><a href="#">View</a> Negotiation # 123456-1234</p> <p><a href="#">View</a> Negotiation # 123456-1234</p> <p><a href="#">View</a> Negotiation # 123456-1234</p> <p><a href="#">View</a> Negotiation # 123456-1234</p>	
11/2/00	<p>▶ BAR FEEDS, MECH</p> <p>○ Bardons &amp; Oliver, 4" diameter roller</p> <p>○ 4" roller, 21 length</p>	<p><a href="#">Edit</a> Negotiations: ◀ 1-2 ▶ of 2</p> <p><a href="#">View</a> Negotiation # 123456-1234</p> <p><a href="#">View</a> Negotiation # 123456-1234</p>	
10/13/00	▶ AUTOMATIC SCREW MACHINE	<a href="#">Edit</a> Negotiations: 23	
8/13/00	▶ BALL MACHINERY	<a href="#">Edit</a> Negotiations: 1	
7/13/00	▶ BALANCERS	<a href="#">Edit</a> Negotiations: 16	
6/13/00	▶ AXLE LATHES	<a href="#">Edit</a> Negotiations: 5	
5/13/00	▶ Pines #1, Digital Dial-A-Bend	<a href="#">Edit</a> Negotiations: 7	
4/13/00	▶ Beam Lines	<a href="#">Edit</a> Negotiations: 12	
3/13/00	▶ LNS Super Hydrobar Type 6.65	<a href="#">Edit</a> Negotiations: 33	
2/13/00	▶ 1" American Rebarmatic Mdl SB20	<a href="#">Edit</a> Negotiations: 30	

Listings 1-10 of 100

Fig 11A



Note: Posted listings reside in 'My negotiations.'

## Listings I am working on

Inquiry drafts 1-10 of 100

Create new listing

### Boring Mill, Horizontal, table type

Filling in all information fields yields better inquiry results.

Item

Quantity

Year of manufacture

UMCC code

SELECT THE APPROPRIATE CODE



Manufacturer

Model Name/No.

Price (U.S. dollars)

Terms and Conditions

▲  
□  
▼

Additional info

▲  
□  
▼

Save time! Let an eSprocket broker find a buyer

Save Edits

Post listing

Cancel

AUTOMATIC SCREW MACHINE

BALL MACHINERY

BALANCERS

AXLE LATHES

Pines #1, Digital Dial-A-Bend

Beam Lines

LNS Super Hydrobar Type 6.65

1" American Rebermatic Mdl SB20

1" American Rebermatic Mdl SB20

FIG 11B



Home | Buy | Sell

Welcome, John

Logout

Need help? Click the



Search

Listings I've saved

My draft inquiries

My negotiations

Note: Clicking the "View" button launches the Listings Viewer which will give you a full description (and picture if available).

## © Listings I found by searching the eSprocket database

Total listings: 100

Listings 1-10 of 100

date found

description

12/13/99 ☐ Bardons & Oliver #34, 4" diameter

20' Bar Lgth, Pwrd Feed Rollers & Positioning Arms, 20' Bar Lgth, Pwrd Feed Rollers



12/13/99 ☐ Bardons & Oliver, powered feed roller

20' Bar Lgth, Pwrd Feed Rollers & Positioning Arms



12/13/99 ☐ Bardons & Oliver, 4" x 12

20' Bar Lgth, Pwrd Feed Rollers & Positioning Arms, 20' Bar Lgth, Pwrd Feed Rollers



12/13/99 ☐ Bardons & Oliver, 4" diameter roller

4" roller, 21' length



12/13/99 ☐ Bardons & Oliver, 4" diameter roller

4" roller, 21' length



12/13/99 ☐ Steamroller

Forklift



12/13/99 ☐ Backhoe



Listings 1-10 of 100

FIG. 12

**My negotiation:**

**Note:** Arrows indicate message status:  = New activity  = New message  = Inactive  = Terminated negotiation

Click arrow to open or close

**Create new inquiry**

Negotiations 1-10 of 70

1944-1945

• *Journal of the American Medical Association*, 1997; 277: 1021-1025

13.  $\frac{1}{2} \times \frac{1}{2} = \frac{1}{4}$

Figure 1. The effect of the concentration of the *Agrobacterium* suspension on the transformation efficiency of *Agrobacterium* strains.

*Journal of Management Education* 30(6)p.789-806

Negotiations ◀ 12 ▶ of 2

[illegible]

*Journal of Management Education* 30(6)

Ne gotations: 23

Ne notations: 1

Negotiations: 16

Ne quotations: 5

Negotiations: 7

Negotiations: 12

Negotiations: 33

Negotiations 38

Inquiries 1-10 of 100

FIG 12A

© **Inquiries I am working on**

**Create new inquiry**

**Boring Mill, Horizontal, table type**

**Filling in all information fields yields better inquiry results.**

\_\_\_\_\_


□ □ □ □ □

[illegible]

SELECT THE APPROPRIATE CODE

\_\_\_\_\_

\_\_\_\_\_



**Save time! Let an eSprocket broker find it for you**

Save Edits

### Post inquiry

208 • 3

**▶ AUTOMATIC SCREW MACHINE**

 **BALL MACHINERY**

## ▶ BALANCERS

## **D AXLE LATHES**

**▶ Pines #1, Digital Dial-A-Bend**

## Beam Lines

**▶ LNS Super Hydrobar Type 6.65**

**1<sup>st</sup> American Rebarmatic Mdl SB20**

**1" American Rebarmatic Mdl SB20**

Inquiry drafts 1-10 of 100

Fig 12 B

Figure 13

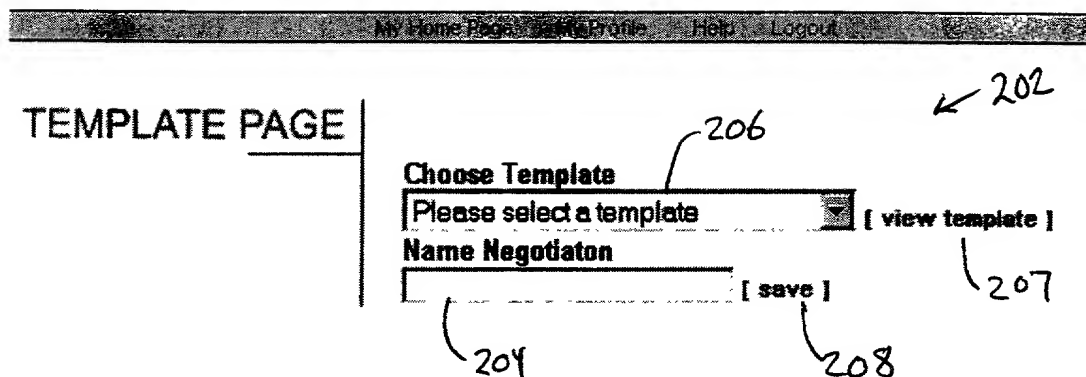


Figure 14

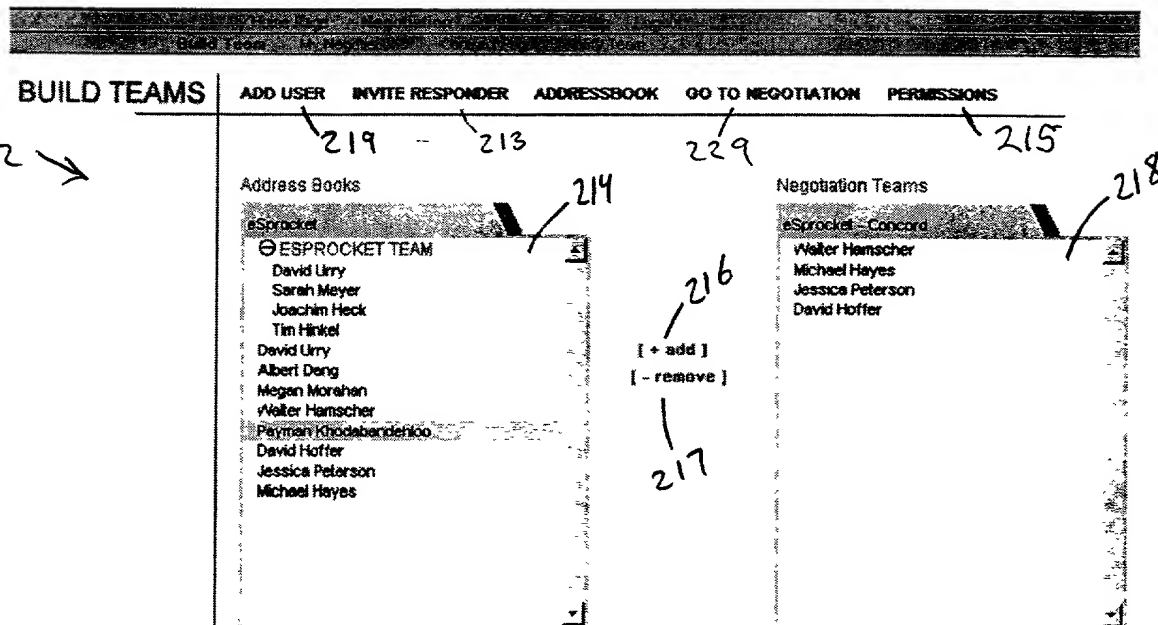


Figure 15

My Home Page    Negotiation    My Profile    Help    Logout

Build Team    My Negotiations    Contract Page    My Team

---

**BUILD TEAMS**    ADD USER    INVITE RESPONDER    ADDRESSBOOK    GO TO NEGOTIATION    PERMISSIONS

Address Books

Personal

patrick.shes@beachfire.com

Tim Hinkel

222

224

[ + add ]

[ - remove ]

Negotiation Teams

Esprocket - Concord

Walter Hemscher

Michael Hayes

Jessica Peterson

David Hoffer

Figure 16

My Home Page    Negotiation    My Profile    Help    Logout

Build Team    My Negotiations    Contract Page    My Team

---

**BUILD TEAMS**    ADD USER    INVITE RESPONDER    ADDRESSBOOK    GO TO NEGOTIATION    PERMISSIONS

Address Books

Personal

patrick.shes@beachfire.com

Tim Hinkel

226

[ + add ]

[ - remove ]

Please enter new team name: 228

[ save ]

Negotiation Teams

Anonymous Team

Walter Hemscher

Michael Hayes

Jessica Peterson

David Hoffer

Figure 17

MANAGE PERMISSIONS			
232			
Reader	Editor	Approver	Team Lead
walter.hanschke@esprocket.com	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
michael.hayes@esprocket.com	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
jessica.peterson@esprocket.com	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
david.hoffner@esprocket.com	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

230 →

Figure 18

INVITE RESPONDER

Personal

252

Tim Hinkel

250

Enter Responder Email Address

254

256

Compose a Message

258

Figure 19

802

**CONTRACT PAGE**

809      808      810

EDIT    SAVE    REVIEW    PRINT    VERSIONS

Version: 3

806

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MASTER SUPPLY AGREEMENT

ARTICLE 1: TERM AND SCOPE

1.1 Term.

1.2 Scope.

1.3 Products.

1.4 Seller Obligation.

1.5 Buyer Obligation.

1.6 Product Changes.

1.7 Authorized Molders.

1.8 Specification

804

Compare to version: 2 - 04/06/2001 17:54:08

**1.5 Buyer Obligation.**

BBI shall manufacture and ship up to 100% of SPIs total requirements for Product. If, for any reason, BBI is unable to supply SPIs total requirements for Product, BBI shall either: (a) allocate sufficient Product to allow SPI to continue operations without more than 1 day of interruption, or (b) identify and qualify an alternative source of Product on SPIs behalf.

814

**Message Subject: Buyer Obligation.** 816

Send to: 818

Everyone [send] 820

**Messages** 824 826 828 830

Get New Show All Previous Next

There are no messages for this section of the document.

832



Figure 20

My Home Page    Negotiation    My Profile    Help    Logout	
Build Team    My Negotiations    My History    Page 15    My Team	
<b>CONTRACT PAGE</b>	
EDIT    SAVE    PREVIEW    PRINT    VERSIONS    Version: 1 (draft version)	
852    854    856    You are editing the document [done] 860	
<b>Table of Contents</b> Full Document Attributes  MASTER SUPPLY AGREEMENT ARTICLE 1: TERM AND SCOPE 1.1 Term. 1.2 Scope. 1.3 Products. 1.4 Seller Obligation. 1.5 Buyer Obligation. 1.6 Product Changes. 1.7 Authorized Molders. 1.8 Specification. ARTICLE 2: PRICING AND DELIVERY	<b>1.5 Buyer Obligation.</b>  [BUSINESS2 ABBREVIATION] shall manufacture and ship up to 100% of [BUSINESS1 ABBREVIATION] if, for any reason, [BUSINESS2 ABBREVIATION] is unable to supply [BUSINESS1 ABBREVIATION]. [BUSINESS2 ABBREVIATION] shall either: (a) allocate sufficient Product to allow [BUSINESS1 ABBREVIATION] without interruption, or (b) identify and qualify an alternative source of Product on [BUSINESS1 ABBREVIATION].  850
<b>Message Subject: Buyer Obligation.</b>	
<b>Send to:</b> Everyone [send]	<b>Messages</b> Get New   Show All   Previous   Next There are no messages for this section of the document.

Figure 21

CONTRACT PAGE			
SAVE PRINT VERSIONS			
You are editing this document. (close)			
<b>Table of Contents</b> <b>Full Document</b> <b>Attributes</b>  <b>MASTER SUPPLY AGREEMENT</b> <b>ARTICLE 1: TERM AND SCOPE</b> 1.1 Term. 1.2 Scope. 1.3 Products. 1.4 Seller Obligation. 1.5 Buyer Obligation. 1.6 Product Changes. 1.7 Authorized Molders. 1.8 Specification. <b>ARTICLE 2: PRICING AND DEL</b> 2.1 Pricing. 2.2 Capacity. 2.3 Competitive Pricing. 2.4 Most Favored Nations	<b>Document fields</b>		
	<b>Name</b>	<b>Value</b>	<b>To Delete</b>
	AGREEMENT DATE DAY	20	<input type="checkbox"/>
	AGREEMENT DATE MONTH	January	<input type="checkbox"/>
	AGREEMENT DATE YEAR	2001	<input type="checkbox"/>
	AGREEMENT END DATE DAY	31	<input type="checkbox"/>
	AGREEMENT END DATE MONTH	January	<input type="checkbox"/>
	AGREEMENT END DATE YEAR	2002	<input type="checkbox"/>
	BUSINESS1	Blenheim Bearings Inc.	<input type="checkbox"/>
	BUSINESS1 ABBREVIATION	BEI	<input type="checkbox"/>
	BUSINESS1 PARENT CO.	Talleyrand Corporation	<input type="checkbox"/>
	BUSINESS1 STATE OF INCORPORATION	Delaware	<input type="checkbox"/>

Message Subject: Full Document		Messages	
<b>Send to:</b> Everyone <input type="checkbox"/> [ send ]		<b>Get New   Show All  </b> There are no messages for this section of the document.	